

AUGUST 2016 TRAFFIC

- ▶ **Passenger activity: strict capacity discipline passenger network, increase in passengers on Group level**

Traffic highlights

| Passenger network activity (Air France, KLM, HOP!) | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|----------------------------------------------------|----------------------|---------------------|-----------------|--------------|
| Long-haul | + 0.0% | - 1.7% | 89.4% | - 1.6 |
| North America | + 0.7% | - 1.8% | 88.4% | - 2.2 |
| Latin America | + 4.1% | + 3.9% | 88.5% | - 0.2 |
| Asia | - 6.7% | - 8.4% | 91.7% | - 1.7 |
| Africa / Middle East | + 1.8% | + 0.3% | 88.5% | - 1.4 |
| Caribbean / Indian Ocean | + 6.8% | + 5.5% | 88.9% | - 1.1 |
| Short and Medium-haul | + 0.5% | - 1.8% | 83.0% | - 1.9 |
| Total | + 0.1% | - 1.7% | 88.1% | - 1.6 |

- ▶ 7.2 million passengers, -1.8%
- ▶ Slight decrease in load factor, reflecting the increasingly weak supply-demand balance in the different regions of the network and the continuous soft local flows to France
- ▶ Excluding the estimated impact of the Air France cabin crew strike, the variation year on year of the unit revenue per available seat kilometer (RASK) ex-currency deteriorated compared to July 2016
- ▶ As a reminder, the impact of the seven day Air France cabin crew strike (period July 27th – August 2nd) on the operating result was estimated around € 90 million, including the first 2 days of August

| Transavia activity | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|--------------------|----------------------|---------------------|-----------------|--------------|
| Total | + 13.9% | + 13.2% | 92.1% | - 0.6 |

- ▶ 1.7 million passengers, +21.0%
- ▶ Strong increase in capacity driven by Transavia France and the expansion of the Munich base

| Total group passenger activity (Air France, KLM, HOP!, Transavia) | Capacity (ASK, %ch.) | Traffic (RPK, %ch.) | Load Factor (%) | Change (pts) |
|-------------------------------------------------------------------|----------------------|---------------------|-----------------|--------------|
| Total | + 1.5% | - 0.2% | 88.6% | - 1.5 |

- ▶ 8.9 million passengers, +1.9%

| Cargo activity | Capacity (ATK, %ch.) | Traffic (RTK, %ch.) | Load Factor (%) | Change (pts) |
|----------------|----------------------|---------------------|-----------------|--------------|
| Total | - 2.7% | - 7.7% | 54.9% | - 2.9 |

- ▶ Unit revenue per available ton kilometer (RATK) ex-currency clearly down compared to August 2015

Agenda

10th October: September 2016 traffic
 3rd November: Third Quarter 2016 results
 9th November: October 2016 traffic

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STATISTICS

Passenger network activity*

| Total Passenger network* | August | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|---------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Passengers carried ('000s) | 7,219 | 7,349 | (1.8%) | 53,382 | 52,789 | 1.1% |
| Revenue pax-kilometers (m RPK) | 22,723 | 23,119 | (1.7%) | 159,291 | 158,362 | 0.6% |
| Available seat-kilometers (m ASK) | 25,780 | 25,748 | 0.1% | 186,017 | 185,499 | 0.3% |
| Load factor (%) | 88.1% | 89.8% | (1.6) | 85.6% | 85.4% | 0.3 |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 2,488 | 2,539 | (2.0%) | 17,272 | 17,190 | 0.5% |
| Revenue pax-kilometers (m RPK) | 18,591 | 18,912 | (1.7%) | 129,333 | 128,859 | 0.4% |
| Available seat-kilometers (m ASK) | 20,801 | 20,795 | 0.0% | 149,156 | 148,602 | 0.4% |
| Load factor (%) | 89.4% | 90.9% | (1.6) | 86.7% | 86.7% | (0.0) |
| North America | | | | | | |
| Passengers carried ('000s) | 772 | 791 | (2.4%) | 5,065 | 5,039 | 0.5% |
| Revenue pax-kilometers (m RPK) | 5,507 | 5,606 | (1.8%) | 36,158 | 35,775 | 1.1% |
| Available seat-kilometers (m ASK) | 6,232 | 6,187 | 0.7% | 41,375 | 40,440 | 2.3% |
| Load factor (%) | 88.4% | 90.6% | (2.2) | 87.4% | 88.5% | (1.1) |
| Latin America | | | | | | |
| Passengers carried ('000s) | 289 | 278 | 3.9% | 2,092 | 2,016 | 3.8% |
| Revenue pax-kilometers (m RPK) | 2,773 | 2,668 | 3.9% | 20,063 | 19,391 | 3.5% |
| Available seat-kilometers (m ASK) | 3,132 | 3,007 | 4.1% | 22,899 | 22,345 | 2.5% |
| Load factor (%) | 88.5% | 88.7% | (0.2) | 87.6% | 86.8% | 0.8 |
| Asia / Pacific | | | | | | |
| Passengers carried ('000s) | 564 | 621 | (9.2%) | 3,998 | 4,232 | (5.5%) |
| Revenue pax-kilometers (m RPK) | 5,018 | 5,480 | (8.4%) | 34,991 | 36,960 | (5.3%) |
| Available seat-kilometers (m ASK) | 5,472 | 5,867 | (6.7%) | 39,973 | 42,336 | (5.6%) |
| Load factor (%) | 91.7% | 93.4% | (1.7) | 87.5% | 87.3% | 0.2 |
| Africa / Middle East | | | | | | |
| Passengers carried ('000s) | 519 | 520 | (0.2%) | 3,645 | 3,532 | 3.2% |
| Revenue pax-kilometers (m RPK) | 2,841 | 2,834 | 0.3% | 20,162 | 19,550 | 3.1% |
| Available seat-kilometers (m ASK) | 3,209 | 3,152 | 1.8% | 24,495 | 24,139 | 1.5% |
| Load factor (%) | 88.5% | 89.9% | (1.4) | 82.3% | 81.0% | 1.3 |
| Caribbean / Indian, Ocean | | | | | | |
| Passengers carried ('000s) | 344 | 328 | 4.8% | 2,471 | 2,371 | 4.2% |
| Revenue pax-kilometers (m RPK) | 2,452 | 2,325 | 5.5% | 17,959 | 17,182 | 4.5% |
| Available seat-kilometers (m ASK) | 2,757 | 2,582 | 6.8% | 20,414 | 19,341 | 5.5% |
| Load factor (%) | 88.9% | 90.0% | (1.1) | 88.0% | 88.8% | (0.9) |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 4,732 | 4,811 | (1.6%) | 36,110 | 35,600 | 1.4% |
| Revenue pax-kilometers (m RPK) | 4,133 | 4,208 | (1.8%) | 29,958 | 29,503 | 1.5% |
| Available seat-kilometers (m ASK) | 4,979 | 4,953 | 0.5% | 36,861 | 36,897 | (0.1%) |
| Load factor (%) | 83.0% | 85.0% | (1.9) | 81.3% | 80.0% | 1.3 |

* Air France, KLM, and HOP!

Transavia activity

| Transavia | August | | | Year to date | | |
|-----------------------------------|--------|-------|-----------|--------------|--------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Passengers carried ('000s) | 1,679 | 1,387 | 21.0% | 8,962 | 7,457 | 20.2% |
| Revenue pax-kilometers (m RPK) | 2,985 | 2,637 | 13.2% | 15,507 | 14,014 | 10.6% |
| Available seat-kilometers (m ASK) | 3,243 | 2,846 | 13.9% | 17,343 | 15,495 | 11.9% |
| Load factor (%) | 92.1% | 92.6% | (0.6) | 89.4% | 90.4% | (1.0) |

Total group passenger activity**

| Total group** | August | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|---------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Passengers carried ('000s) | 8,899 | 8,737 | 1.9% | 62,344 | 60,246 | 3.5% |
| Revenue pax-kilometers (m RPK) | 25,709 | 25,756 | (0.2%) | 174,798 | 172,376 | 1.4% |
| Available seat-kilometers (m ASK) | 29,023 | 28,594 | 1.5% | 203,360 | 200,994 | 1.2% |
| Load factor (%) | 88.6% | 90.1% | (1.5) | 86.0% | 85.8% | 0.2 |

** Air France, KLM, HOP! and Transavia

Cargo activity

| Total Group | August | | | Year to date | | |
|----------------------------|--------|-------|-----------|--------------|--------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Revenue tonne-km (m RTK) | 701 | 759 | (7.7%) | 5,521 | 5,965 | (7.4%) |
| Available tonne-km (m ATK) | 1,276 | 1,312 | (2.7%) | 9,535 | 10,034 | (5.0%) |
| Load factor (%) | 54.9% | 57.8% | (2.9) | 57.9% | 59.4% | (1.5) |

Air France and HOP! activity

| Total Passenger network activity | August | | | Year to date | | |
|-----------------------------------|--------|--------|-----------|--------------|---------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Passengers carried ('000s) | 4,383 | 4,622 | (5.2%) | 33,205 | 33,845 | (1.9%) |
| Revenue pax-kilometers (m RPK) | 13,484 | 14,181 | (4.9%) | 94,476 | 96,230 | (1.8%) |
| Available seat-kilometers (m ASK) | 15,590 | 15,973 | (2.4%) | 111,879 | 113,598 | (1.5%) |
| Load factor (%) | 86.5% | 88.8% | (2.3) | 84.4% | 84.7% | (0.3) |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 1,514 | 1,588 | (4.7%) | 10,406 | 10,545 | (1.3%) |
| Revenue pax-kilometers (m RPK) | 10,983 | 11,520 | (4.7%) | 75,998 | 77,280 | (1.7%) |
| Available seat-kilometers (m ASK) | 12,519 | 12,807 | (2.3%) | 88,630 | 89,691 | (1.2%) |
| Load factor (%) | 87.7% | 90.0% | (2.2) | 85.7% | 86.2% | (0.4) |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 2,869 | 3,033 | (5.4%) | 22,799 | 23,300 | (2.2%) |
| Revenue pax-kilometers (m RPK) | 2,501 | 2,661 | (6.0%) | 18,478 | 18,951 | (2.5%) |
| Available seat-kilometers (m ASK) | 3,071 | 3,166 | (3.0%) | 23,249 | 23,907 | (2.8%) |
| Load factor (%) | 81.4% | 84.0% | (2.6) | 79.5% | 79.3% | 0.2 |

| Cargo activity | August | | | Year to date | | |
|----------------------------|--------|-------|-----------|--------------|-------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Revenue tonne-km (m RTK) | 289 | 299 | (3.5%) | 2,311 | 2,380 | (2.9%) |
| Available tonne-km (m ATK) | 620 | 614 | 1.0% | 4,578 | 4,606 | (0.6%) |
| Load factor (%) | 46.6% | 48.7% | (2.2) | 50.5% | 51.7% | (1.2) |

KLM activity

| Total Passenger network activity | August | | | Year to date | | |
|-----------------------------------|--------|-------|-----------|--------------|--------|-----------|
| | 2016 | 2015 | Variation | 2016 | 2015 | Variation |
| Passengers carried ('000s) | 2,836 | 2,727 | 4.0% | 20,178 | 18,944 | 6.5% |
| Revenue pax-kilometers (m RPK) | 9,239 | 8,938 | 3.4% | 64,815 | 62,132 | 4.3% |
| Available seat-kilometers (m ASK) | 10,191 | 9,775 | 4.3% | 74,138 | 71,900 | 3.1% |
| Load factor (%) | 90.7% | 91.4% | (0.8) | 87.4% | 86.4% | 1.0 |
| Long-haul | | | | | | |
| Passengers carried ('000s) | 974 | 950 | 2.5% | 6,866 | 6,645 | 3.3% |
| Revenue pax-kilometers (m RPK) | 7,607 | 7,391 | 2.9% | 53,335 | 51,579 | 3.4% |
| Available seat-kilometers (m ASK) | 8,283 | 7,989 | 3.7% | 60,526 | 58,911 | 2.7% |
| Load factor (%) | 91.8% | 92.5% | (0.7) | 88.1% | 87.6% | 0.6 |
| Short and Medium-haul | | | | | | |
| Passengers carried ('000s) | 1,862 | 1,777 | 4.8% | 13,311 | 12,300 | 8.2% |
| Revenue pax-kilometers (m RPK) | 1,632 | 1,547 | 5.5% | 11,480 | 10,552 | 8.8% |
| Available seat-kilometers (m ASK) | 1,908 | 1,787 | 6.8% | 13,612 | 12,990 | 4.8% |
| Load factor (%) | 85.5% | 86.6% | (1.1) | 84.3% | 81.2% | 3.1 |
| Cargo activity | | | | | | |
| Revenue tonne-km (m RTK) | 412 | 460 | (10.4%) | 3,210 | 3,585 | (10.5%) |
| Available tonne-km (m ATK) | 656 | 698 | (6.0%) | 4,956 | 5,428 | (8.7%) |
| Load factor (%) | 62.8% | 65.9% | (3.1) | 64.8% | 66.0% | (1.3) |